

Message Text

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42

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SUBJECT: USG SERVICES AT THE 1975 SPRING CANTON TRADE FAIR

1. ATTENDANCE BY USG COMMERCIAL OFFICERS AT THE SEMI-ANNUAL CANTON TRADE FAIRS HAS BECOME AN IMPORTANT AND WELL RECEIVED FEATURE OF OUR EFFORTS IN PROMOTING SINO-US TRADE. WITH THE OPENING OF THE 1975

SPRING FAIR LESS THAN SIX WEEKS AWAY IT IS AGAIN TIME TO BEGIN PREPARATION FOR USLO AND, HOPEFULLY, CONGEN HONG KONG PARTICIPATION. IN ORDER THAT THESE ARRANGEMENTS CAN BE COMPLETED BY THE FAIR'S OPENING ON APRIL 15, WE PROPOSE THE FOLLOWING DIVISION OF RESPONSIBILITIES.

2. PERSONNEL. WE STRONGLY RECOMMEND THE DEPARTMENT AGAIN APPLY FOR VISAS FOR TWO CONGEN C/E OFFICERS TO ATTEND THE FAIR. CONGEN OFFICERS COULD GREATLY ASSIST US IN ADVISING US BUSINESSMEN AND IN REPORTING ON THE FAIR WHILE OBTAINING EXPERIENCE WHICH WOULD BE OF CONSIDERABLE VALUE TO THEIR WORK IN HONG KONG.6 CONGEN HAS ADVISED THAT IT WOULD PROVIDE THE SERVICES OF TWO OFFICERS, HALLFORD AND MERKLE, FOR TWO WEEKS EACH DURING THE FAIR AND WE CONCUR IN THIS PROPOSAL. IN VIEW OF THE PRC'S NEGATIVE RESPONSE LAST YEAR, WE BELIEVE THE DEPARTMENT SHOULD MAKE A STRAIGHTFORWARD PRESENTATION TO PRCLO OF THE ARGUMENTS FOR CONGEN PARTICIPATION WHEN

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THE VISA APPLICATIONS ARE SUBMITTED, RATHER THAN HOLD BACK FOR A

SECOND ROUND IN THE EVENT OF A CHINESE REFUSAL.

3. SHOULD IT BE POSSIBLE FOR CONGEN OFFICERS TO OBTAIN VISAS, USLO OFFICERS WOULD BE ABLE TO SHORTEN THE TIME EACH WOULD BE AT THE FAIR AND AVOID THE NECESSITY FOR ONE OFFICER TO TRAVEL TO THE FAIR

FROM PEKING TWICE, AS WE DID LAST FALL. MOREOVER, WE COULD THEN PROVIDE DOUBLE COVERAGE THROUGHOUT THE FAIR, WITHOUT LEAVING PEKING SHORT-HANDED IF VISAS ARE NOT FORTHCOMING, OUR PLAN IS FOR ONE USLO OFFICER TO ATTEND THE FIRST HALF OF THE FAIR, A SECOND USLO OFFICER TO ATTEND THE SECOND

HALF, AND A THIRD USLO OFFICER TO ATTEND BOTH THE OPENING AND THE CLOSING WEEKS, WHEN WE THINK DOUBLE COVERAGE IS MOST VALUABLE.

4. THE DEPARTMENT SHOULD CONTACT THE NCUSCT AND COORDINATE OUR UTUAL EFFORTS TO PROVIDE ASSISTANCE TO US BUSINESSMEN. WE ARE HOPEFUL THAT NCUSCT WILL AGAIN PROVIDE OFFICE MACHINES, A LENDING LIBRARY, AND OTHER AIDS AS THEY HAVE IN THE PAST. WE HAVE ENJOYED WORIIING WITH NCUSCT REPS AT THE LAST TWO FAIRS AND LOOK FORWARD TO CONTINUING OUR ASSOCIATION.

5. FOR COMMERCE. ALTHOUGH OUR SETS OF US REGULATIONS HAVE REMAINED INTACT, MUCH OF THE SUPPLEMENTAL MATERIAL IN OUR COMMERCIAL LIBRARY HAS BEEN CARRIED AWAY DURING THE PAST TWO FAIRS. IN ADDITION TO A 1975 TARIFF SCHEDULE, WE ARE AGAIN IN NEED OF BOOKLETS WHICH EXPLAIN USG REGULATIONS IN NON-TECHNICAL LANGUAGE. MULTIPLE COPIES OF SUCH PUBLICATIONS AS "INTRODUCTORY GUIDE TO EXPORTING," CUSTOMS BUREAU PHAMPHLETS, AND THE RECENT SERIES OF OBR'S ON CHINA WOULD BE GREATLY APPRECIATED. MATERIALS FOR THE COMMERCIAL LIBRARY SHOULD BE PACKAGED FOR EASY HANDLING AND SHOULD ARRIVE AT CONGEN HONG KONG BY APRIL 10.

6. FOR HONG KONG. AS IN THE PAST, WE WILL RELY ON THE CONGEN FOR PURCHASING OF REPRESENTATION SUPPLIES, ARRANGEMENTS FOR SOFT DRINKS, AND PROVISION OF PERIODICALS. (WE WILL PROVIDE MORE DETAILED INFORMATION BY SEPTTEL.)

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7. USLO WILL RESERVE THE HOTEL SUITE AT THE TUNG FANG AND PROVIDE WHATEVER OFFICE SUPPLIES ARE REQUIRED. AS LAST FALL, USLO C/E OFFICERS AGAIN HOPE TO HAVE CONSULTATIONS IN HONG KONG FOLLOWING ATTENDANCE AT THE FAIR. IF CONGEN OFFICERS DO NOT RECEIVE VISAS, ONE USLO OFFICER WILL VISIT HONG KONG FOR CONSULTATIONS PRIOR TO APRIL 15 AND RETURN TO CANTON WITH SUPPLIES AS ACCOMPANIED BAGGAGE

THIS PROCEDURE PROVED SUCCESSFUL LAST FALL IN ALLEVIATING PROBLEMS

PREVIOUSLY ENCOUNTERED IN MAKING SHIPMENTS TO CANTON.
BUSH

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